

EXPANDING OPERATIONS TO MEET FUTURE NEEDS

ABOUT PRECISION MEASUREMENT INC. Precision Measurement Inc. (PMI) provides calibration and repair services for a range of electronic, mechanical, physical dimensional, analytical test and measurement equipment. Founded in 2005, this 10-person, disabled veteran-owned business has a collective experience of over 50 years in Air Force calibration and military maintenance, repair, and overhaul.

THE CHALLENGE. PMI has a diverse customer base that requires a variety of service needs. PMI's leadership realized the company had outgrown its current facility and was failing to capitalize on new business opportunities due to the facility's limitations. PMI's president, David Haines, began researching options to buy or lease a new facility. Haines knew what the company needed in the near-term, but he wasn't sure what PMI needed to accommodate future client and workforce needs.

MEP CENTER'S ROLE. PMI contacted FloridaMakes Business Advisors, located at the University of West Florida (UWF) and part of the MEP National Network™, to assess its current growth strategy and provide guidance on what the company needed in its new space.

To help with the decision-making process, FloridaMakes conducted a CoreValue Discover Assessment. The assessment examined the company's operational effectiveness and identified gaps between current and potential operations. The assessment found that PMI and its growth strategy were in good condition, however, the growth strategy needed to be more transparent, simple, and actionable.

FloridaMakes introduced PMI to various economic business resources to provide additional information and further aid PMI in its facility decision-making process. FloridaMakes also introduced PMI to the Okaloosa County Economic Development Center for assistance in identifying a new building for expanding operations. PMI is adding and retaining jobs, growing sales, and investing in its future.

"I met with the FloridaMakes/UWF Business Advisors who connected me to various statewide economic and business resources to help us in our decision-making process. I highly recommend the Business Advisors to other Panhandle manufacturers for challenges they might be facing."

-David Haines, President

RESULTS



\$375,000 in
increased/retained sales



\$860,000 in new investment



5 increased/retained jobs

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